

Town of Newington, NH
Economic Development Committee Meeting Minutes
Tuesday, May 29, 2018 Town Hall

The meeting was called to order at 6:00pm

Present: Ted Connors, Chair Board of Selectmen, Jeff Hiatt, Bob Raymond, Jill Boynton, Mike Donahue, Karen Pollard, Rochester Economic Development Director, Mike Marconi, Selectman, Ken Latchaw, Selectman, Martha Roy, Town Administrator and Eleanor Boy, Recorder.

Karen Pollard outlined the role of the Economic Development office in Rochester.

K. Pollard showed the committee a “pursuit package” that her department had put together when they were pursuing Stonewall Kitchen. The package is produced in written and electronic form. The package also includes at least two sites that potentially could be the new home for Stonewall Kitchen. Her department also gets leads from realtors when a business is looking for space. Business retention is a big part of her department’s function. She stated that business retention should be a primary focus of the Newington EDC. In Rochester they visit their big companies at least once a year and the smaller businesses less often. On these visits they try to find out if the business is planning to expand or relocate and any ways they may be able to help them.

K. Pollard also attends trade shows to pitch Rochester to business developers. She hands out flash drive business cards that include all pertinent information about Rochester.

K. Pollard cautioned the committee about having too much information on the website or packages. The important information may be too hard to find.

The Rochester ED office also has an advocate on the Technical Review Committee of the Planning Board to help the businesses through the process of getting approved by the Planning or Zoning boards.

The Committee thanked Karen Pollard for her presentation.

The meeting was adjourned at 7:02 pm.

Respectfully submitted,
Eleanor Boy
Recorder